CON 204	Competency	Yes	No	Work Description/Justification
1	Selecting the Type of Contract to Solicit.			Description/Justineation
	Identify the type of contract that will best mitigate expected risks.			
2	Develop and defend a Price Negotiation Memorandum and a Price Competition Memorandum.			
3	Use computer programs for statistical analysis, regression, and learning curves.			
4	Use market research to determine commerciality.			
5	Price Objectives. Determine the reasonableness of proposed prices and develop price-related pre-negotiation objectives.			
6	Use price indexing for adjusting price/cost for further analysis.			
7	 Audits. Determine whether to audit the submitted cost and pricing data. Obtain and review audit reports. 			
8	Cost Analysis.Develop pre-negotiation positions on proposed elements of cost and fee.			

CON	Competency	Yes	No	Work
204				Description/Justification
9	Evaluate other terms and conditions			
	(e.g., lease versus purchase or			
	financing).			
10	Responsibility.			
	Determine whether the offeror meets standards of responsibility.			
11	Subcontracting Requirements.			
	Where required, obtain a subcontracting plan from the offeror and negotiate improvements to it.			
12	Delays.			
	 Determine whether delay is excusable and negotiate consideration. 			
13	Stop Work.			
	 Determine whether to stop work; prepare and issue the stop work order. Unless the contract is terminated, initiate resumption of work and modify the contract as necessary. 			

CON	Competency	Yes	No	Work
204				Description/Justification
14	 Termination For Default. Determine the need and adequacy of the case for default. Prepare and issue the termination notice. 			
15	 Unallowable Costs. Determine the allowability of invoiced costs. Prepare notice of intent to disallow. Based on discussions with the contractor, determine whether to withdraw or sustain the notice and/or allow part of the costs. 			
16	 Limitation of Costs. If a cost reimbursement contract, determine if the contractor has exceeded 75% of the estimated cost in the Schedule. If a Time and Material or Labor Hour contract, determine if the contractor has exceeded 85% of the ceiling price. Recommend an appropriate option if the contractor will not be able to complete the work within the amount obligated. 			

CON	Competency	Yes	No	Work
204				Description/Justification
17	Indirect Costs.			
	Adjust billing rates as necessary to			
	prevent substantial overpayment			
	or underpayment of indirect costs.			
	Determine applicability of the			
	quick closeout procedure and			
	negotiate final indirect cost rates.			
18	Defective Pricing.			
	Identify and report indicators of			
	defective pricing.			
	Arrange audit of the data.			
	Determine whether the data is			
	defective, the degree relied upon,			
	and the downward adjustment.			
19	Contract Modifications.			
	Review proposed modifications			
	against the scope of work and			
	availability of funds.			
	Determine whether to modify the			
	contract and the type of			
	modification to employ.			
	Implement the modification.			

CON	Competency	Yes	No	Work
204				Description/Justification
20	Termination for Convenience.			
	 Determine the necessity for termination. Prepare the notice. Negotiate settlement of outstanding costs or, where settlement is not possible, prepare a unilateral settlement by determination. On fixed price contracts, determine the equitable adjustment for the remaining portion of the contract. 			